



# **Commercial Platforms Initiative**

September 2019

# Key topics

- About Section 846
- Commercial Platforms opportunity
- Phase 1 and Phase 2 activities
- Road ahead

# NDAA, Section 846



“[GSA] shall establish a program to procure commercial products through commercial e-commerce portals for purposes of enhancing competition, expediting procurement, enabling market research, and ensuring reasonable pricing of commercial products.”



## 3+ Phases were outlined...



### Phase 1

(90 days)  
Implementation Plan



### Phase 2

(+1 yr)  
Market Research  
and Consultation



### Phase 3+

(+1 yr)  
Program  
Implementation  
Guidance

Micro-purchase  
Threshold

▲ to \$10,000

Simplified Acquisition  
Threshold

▲ to \$250,000



Contract must be competitive, with multiple portal providers.



GSA shall accept portal provider terms & conditions to the maximum extent practicable.



All existing procurement rules and regulations apply.



Orders shall not exceed the Simplified Acquisition Threshold.



Platforms must be widely used in the private sector and excludes portals managed by Government.



For more information, visit the Commercial Platforms group on GSA Interact.

# Commercial Platforms Overview

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## **A Cornerstone Initiative of the Federal Marketplace (FMP) Strategy:**

The FMP Strategy is GSA's plan to modernize and simplify the buying and selling experience for customers, suppliers, and acquisition professionals. GSA is executing the FMP strategy through a coordinated set of policy, process, and technology improvement projects across the Federal Acquisition Service (FAS).

**GSA's Unique Opportunity:** To modernizing the buying experience and gain insights into open-market online spend through partnerships with commercial ecommerce providers.

## **GSA's Vision and Objectives:**



MODERNIZE



STREAMLINE



ANALYZE SPEND

# Commercial Platforms: Phase 1

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## Phase 1: Implementation Planning (Dec 2017 - Mar 2018)

- **Stakeholder Outreach:** 1 Industry Day, 1 Request for Information (RFI), vendor meetings / demos, meetings with federal agency stakeholders
- **Key Feedback Themes:** maximizing flexibility, maintaining a balance, and modernizing competition requirements
- **Two Primary Recommendations:**
  - ✓ Allow GSA to establish the competitive procedures
  - ✗ Increase micro-purchase threshold (MPT) to \$25K (ONLY for buys through GSA portals)
- **Phase 1 Report - Implementation Plan and Policy Assessment** (March 2018)

# Commercial Platforms: Phase 2

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## **Phase 2:** Market Research and Stakeholder Consultation (April 2018 - April 2019)

- **Significant Stakeholder Outreach:** 2 industry days (Jun and [Dec 2018](#)), 3 RFIs, 50+ vendor meetings / demos, 3 acquisition center design sessions, 1 agency journey-mapping session
- **Key Decision Points:** Plan to start small with an initial proof of concept at the micro-purchase threshold (MPT) with select agencies (around the end of 2019)
  - Start with the e-marketplace business model to assess the impacts, while continuing to consider ways to incorporate features of the e-commerce and e-procurement models
- **Recommended Legislative Change:** Raising the micro-purchase threshold (MPT) from \$10,000 to \$25,000 for a limited period of five years, for only those purchases made through GSA approved commercial e-commerce portals.
  - Provides GSA the opportunity to provide a higher-value proof of concept and test the full potential of streamlined buying.
- [Phase 2 Report - Market Research and Consultation](#) (April 2019)

# Commercial Platforms: Phase 3 (*Current Phase*)

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## **Phase 3:** Program Implementation Guidance (April 2019 - April 2020)

- Release solicitation for e-marketplace providers
- Agency engagement with additional opportunities to learn more about participation in the proof of concept
- Develop implementation guidance and success metrics for initial proof of concept
- Implement initial proof of concept (targeting early calendar year 2020)

# Questions?

Want to learn more?

- GSA Interact: [Commercial Platforms initiative](#)
- Email: [Section846@gsa.gov](mailto:Section846@gsa.gov)